

Message Text

UNCLASSIFIED

PAGE 01 TEGUCI 01414 251557Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----260543Z 104134 /22
R 242116Z MAR 77
FM AMEMBASSY TEGUCIGALPA
TO USDOC WASHDC
INFO SECSTATE WASHDC 6192

UNCLAS TEGUCIGALPA 1414

E.O. 11652: N/A
TAGS: BEXP, HO
SUBJ: ADS REQUEST FOR MCWANE CAST IRON PIPE CO., BIRMINGHAM,
ALA.

THE FOLLOWING FIRMS HAVE BEEN CONTACTED INDIVIDUALLY AND HAVE
EXPRESSED INTEREST IN REPRESENTING MCWANE ON COMMISSION BASIS
FOR IRRIGATION CAST IRON PIPE.

1. MERCADEO INTERNACIONAL S. DE R.L.
EDIFICIO CRUZ
ENTRADE COLONIA ALAMEDA, TEGUCIGALPA, D.C.
CONTACT: RIGOBERTO GIRON S., PARTNER AND MGR.
PHONE: 225312, CABLE: MERINTER
COMMENT: THIS FIRM IS HIGHLY INTERESTED IN REPRESENTING
A U.S. MANUFACTURE OF CAST IRON PIPE WITH COMPETITIVE
PRICES. SIMILAR LINES ARE HANDLED BUT NOT WITH COMPETITIVE
PRICES. FIRM HAS EXCELLENT CONTACT WITH GOH AUTONOMOUS
AGENCY FOR URBAN WATER SUPPLY SERVICES (SANAA) AND WITH
IRRIGATION DEPARTMENT OF THE MINISTRY OF NATURAL RESOURCES.
DIRECT CORRESPONDENCE IS EXPECTED. FIRM ENJOYS AN EXCELLENT
REPUTATION.

2. FERRETERIA SULA, S.A.
9A. CALLE Y 3A. AVE. S.O., SAN PEDRO SULA
CONTACT: SAYD SALVADOR NAPKY, OWNER AND MANAGER

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PHONE: 521401, CABLE: FERSULA
COMMENT: MR. NAPKY HAS TWO BUSINESSES: A HARDWARE STORE AND
AN AGENCY FOR REPRESENTATION OF FOREIGN FIRMS ON
COMMISSION BASIS. THE FIRM IS LOCATED IN THE NORTHERN AREA
OF THE COUNTRY WHERE IRRIGATION SYSTEMS USING THIS TYPE OF
PIPE ARE TRADITIONAL FOR BANANA AND PLANTAIN PLANTATIONS.
SUGAR CANE FARMS WILL BE DEVELOPED IN SAME AREA IN THE VERY

NEAR FUTURE AND MR. NAPKY HAS CLOSE RELATIONS WITH THE PRIVATE SECTOR INVESTING IN THESE AGRICULTURAL PROJECTS. NO SIMILAR PRODUCTS ARE REPRESENTED BY MR. NAPKY. DIRECT CORRESPONDENCE IS EXPECTED. THE FIRM ENJOYS AN EXCELLENT REPUTATION.

3. AGENCIA RIVERA FIALLOS

EDIFICIO BANCO DE HONDURAS 410, SAN PEDRO SULA

CONTACT: ARTURO RIVERA FIALLOS, OWNER AND NANOAGER

PHONE: 521146, CALBE: ARIFI

COMMENT: MR. RIVERA FIALLOS OWNS TWO AGENCIES: ONE IS A CUSTOMS BROKER AGENCY AND THE OTHER IS AN AGENCY FOR REPRESENTATION OF FOREIGN FIRMS ON COMMISSION BASIS. THIS SECOND AGENCY IS ENGAGED PRIMARILY IN AGRICULTURAL LINES, UNDER THE DIRECTION OF MR. RIVERA FIALLO'S SON WHO IS GRADUATE AGRONOMIST. THE AGENCY IS LOCATED IN THE NORTHERN AREA OF THE COUNTRY WHERE USE OF THIS TYPE OF IRRIGATION HAS BEEN TRADITIONAL. MR. RIVERA HAS EXPERIENCE IN THIS PRODUCT LINE SINCE HE WORKED WITH A BANANA COMPANY FOR SEVERAL YEARS. LOCAL BANKING CIRCLES REPORT GOOD REPUTATION. MR. RIVERA WILL EXPECT CORRESPONDENCE FROM MCWANE. NO COMPETITIVE FIRMS ARE REPRESENTED.

4. G & E INTERNATIONAL AGENCIES

EDIFICIO EVEREST, COMAYAGUELA, D.C.

CONTACT: MR. ARNULFO ESCOTO, PARTNER AND MGR.

PHONE: 227626, CABLE: G&E

COMMENTS: G & E IS A VERY WELL REPUTED AGENCY FOR REPRESENTATION OF FOREIGN FIRMS ON COMMISSION BASIS. MR. UNCLASSIFIED

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ESCOTO KNOWS THE MARKET WELL AND HAS EXCELLENT CONTACTS IN BOTH THE PUBLIC AND THE PRIVATE SECTORS. NO COMPETITIVE FIRMS ARE REPRESENTED BY G & E. DIRECT CORRESPONDENCE WILL BE EXPECTED. THE FIRM ENJOYS AN GOOD REPUTATION.

APPROVED BY: M. KROMHOUT, PREPARED BY: J.J. ORTUNO.
BECKER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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From: TEGUCIGALPA
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770324/aaaaauwo.tel
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Review Action: RELEASED, APPROVED
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3003212
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST FOR MCWANE CAST IRON PIPE CO., BIRMINGHAM, ALA. THE FOLLOWING FIRMS HAVE BEEN CONTACTED
INDIVIDUAL
TAGS: BEXP, HO
To: COM
Type: TE
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Review Markings:
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